

# The LOVE-LED™ Leadership Lab Chat

## Transcript 1.9.2026

00:01:55     DeeDee Fitch:     Nice to be back!

00:02:12     Robin McCabe:     HEY!! Happy new year!

00:02:31     Allisen Levin:     Glad to be back too! Happy New Year

00:02:45     Marcus Ratcliff:     Happy New Year Everyone!!!

00:04:05     Krista Tavares:     building community in my orgnization

00:04:31     Celeste:     I need more clarity on applying different tasks I would like to work on in my business.

00:04:37     Julie Jacky:     Reconnecting with past customers

00:04:38     DeeDee Fitch:     Leading without my mask will be huge for me.

00:04:40     Emily Titov:     sponsoring other teammates and building a team

00:04:41     Felicia Neahr:     Consistency. I have never consistently worked my business for a full year and I've been at this for over a decade

00:05:01     Robin McCabe:     Building belief in coaching partners.

00:05:03     Mary Daza:     Started my monthly newsletter as discussed, found a time to get out of the house for a couple of hours, following a planner to be more productive overall 😊

00:05:22     Lori Reetz:     Be more interactive with my VIP community and being consistent with AOs

00:05:33     Karen Hartlaub:     Building community in my VIP group. For me - I want to make sure I simplify in my business and life. For my Team - continue to help them learn how to post Love-led

00:05:53     Theresa Torres:     I am steady in my worth and no longer rush to be seen.

00:05:53     Stephanie Whittaker:     I want to grow in my leadership by having a simple system for my team members to follow that is Steph-designed & gives them clarity and confidence

00:06:13     Karen Hartlaub:     Reacted to "I want to grow in my..." with ❤️

00:06:26 Joanne Clement: Lead with confidence the love way new consultants in my team in 2026 to see more growth into my business.

00:06:45 Mary Daza: Reacted to "I want to grow in my..." with ❤️

00:07:45 Doaa: I want to get a lot better at conversations and sharing my solution.

00:08:05 Mandy & Wayne Hudson: Growth is my word for the year. Asking thoughtful questions to lead our teammates well. Empowering those teammates who want to grow along with us to move forward and set a path in place to grow

00:08:06 Susie Wolford: Consciously attract people who want to join my team and grow their business.

00:12:34 Marcus Ratcliff: Build a Thriving Team in a sustainable and enjoyable way!

00:13:24 Stephanie Whittaker: Mmmmm this is POWERFUL

00:13:30 Stephanie Whittaker: Yes and amen!

00:13:44 Joanne Clement: That is so right

00:13:50 Chris Wenstrom: I can't find the recording of the goals workshop? I couldn't finish it live

00:14:52 Mandy & Wayne Hudson: The struggle is real with that...

00:14:53 Team Your Virtual Upline: Replying to "I can't find the rec..."

Hey Chris, reach out to us via support@yourvirtualupline.com and I'll share you the detailed instructions.

00:15:13 Marcus Ratcliff: Reacted to "The struggle is real..." with 🤯

00:15:25 Chris Wenstrom: Replying to "I can't find the rec..."

Thank you!

00:15:53 Joanne Clement: So that way they learn from each other

00:16:26 Karen Hartlaub: what system or app would you use to put people in to breakout rooms?

00:16:55 Mandy & Wayne Hudson: What happens when there is negativity and the situation focuses and "goes south?"

00:16:55 Stephanie Whittaker: Oh YES!!!!

00:16:59 Ashley DeLauro: 5 a day ❤️

00:17:07 Marcus Ratcliff: Reacted to "Building belief in c..." with 💯

00:17:37 Ashley DeLauro: so called out hahahahaha

00:17:49 Marcus Ratcliff: Reacted to "I want to grow in my..." with 🔥

00:18:28 Theresa Roy: Mic drop!!!

00:18:55 Celeste: Actually for me it is easier to do the follow up and reaching out to past customer as opposed to reaching out to people on posts.

00:19:02 Stephanie Whittaker: Wow Yes! That connection you were just talking about

00:19:06 Karen Hartlaub: Reacted to "Mic drop!!!" with 😊

00:19:13 Jennifer Cumbie: Replying to "Wow Yes! That connec..."  
Same for me!

00:19:20 Ashley DeLauro: past customers for sure

00:19:22 Lori Reetz: AO with VIP group members and past customers.

00:19:25 Theresa Torres: Outreach

00:19:25 Chris Wenstrom: Replying to "I can't find the rec..."  
Biz conversations and contacting past customers

00:19:25 Stephanie Whittaker: "Too busy with new people reaching out this January" lol I know its false

00:19:28 Julie Jacky: Leaning in to connect with my warm market

00:19:28 Joanne Clement: Offering the solutions

00:19:31 Marcia Schiavo: past

00:19:33 Marcus Ratcliff: Create more authentic content

00:19:35 Terri Temple: past customers

00:19:37 Cindy Emmerling: Reacted to "Too busy with new p..." with ❤️

00:19:38 Raquel Cornelsen: Past customers

00:19:40 Lisa Bomers: Revisiting Past customers /offering solution

00:19:42 Karen Hartlaub: past customer follow-up, and shouting out team

00:19:44 Susie Wolford: Doing live videos and presentations

00:19:45 DeeDee Fitch: Past clients - but I don't even want to work with them. Is that weird?

00:19:46 Chris Wenstrom: Biz conversations and reconnecting with past customers

00:19:51 Kayla Allen: Offering coaching- building

00:19:52 Felicia Neahr: Conversations. I struggle to move them beyond pleasantries

00:19:55 Celeste: Reaching out to people on comments and likes

00:19:56 Mary Daza: Getting on core 4 consistently  
00:19:56 Doaa: Finding the problem  
00:20:01 Stephanie Whittaker: Replying to "Too busy with new p..."

Past customers

00:20:04 Robin McCabe: Offering solution  
00:20:04 Emily Titov: Recent past customers... offering the solution for sure, teacher in me wants to give and give  
00:20:09 Mandy & Wayne Hudson: Conversations of the Business opportunity  
00:20:25 Cindy Emmerling: Authenticity content on my regular fb wall vs in my "vip" group  
00:20:36 Stephanie Whittaker: I believe this  
00:20:42 Jennifer Cumbie: Outreach about the business opportunity  
00:20:43 Joanne Clement: Love that....never thought of that  
00:21:44 Mandy & Wayne Hudson: "What if the opposite were true?" Is a great way to begin sometimes...  
00:21:53 Stephanie Whittaker: Wow yes  
00:22:05 Mandy & Wayne Hudson: Love that - CALLING LED  
00:22:09 Theresa Roy: Calling Led instead of Love Led!!! makes so much sense!  
00:22:23 Chris Wenstrom: Yes.  
00:24:21 Kayla Allen: Love this  
00:24:27 Lori Reetz: I can relate!  
00:24:43 Chris Wenstrom: So good!!  
00:25:27 Mandy & Wayne Hudson: That's interesting - some I feel that way and others I wish I led them better  
00:25:31 Chris Wenstrom: This gives me hope!  
00:27:56 Mary Daza: Can relate so much DeeDee  
00:29:19 Mandy & Wayne Hudson: 🔥  
00:29:38 Raquel Cornelsen: Yeah I'm performer and I feel this deeply  
00:29:59 Mandy & Wayne Hudson: This is also a difficult convo with team members - am I the only one?  
00:31:11 Joanne Clement: My upline this week said to me...you dream costumer might not want work with because you are calling to help women between 35 to 45..mothers, women who are tired, with childrens who are working...they might not

relate to you...I was shock when she told me but didn't let affect me. I remember in my younger years...I was inspired by mature women....so I believe that I inspired younger women's too.

00:31:37     Joanne Clement:   Might not want to work with you....sorry

00:32:36     Mandy & Wayne Hudson: Yes! We all are doing the best we can with what we have! And what a gift to be given more here!

00:33:27     Cindy Emmerling:   Dee Dee this is SO very relatable!!!! I want my performer mask gone too!!! It's hard for me to remindmyslef that I have NOT failed them... God is giving us a new way to THINK & renew our minds!!

00:33:34     Cindy Emmerling:   Reacted to "Yes! We all are doin..." with ❤

00:33:46     Joanne Clement:   Reacted to "Dee Dee this is SO v..." with ❤

00:33:58     Cindy Emmerling:   Reacted to "My upline this week ..." with ❤

00:34:07     Cindy Emmerling:   Replying to "My upline this week ..."

YES & AMEN!!

00:34:21     Robin McCabe:   Thank you Dee Dee. So glad we're talking about this.

00:35:47     Mandy & Wayne Hudson: He's in my head, too, DeeDee!

00:35:52     Susie Wolford:   Reacted to "My upline this week ..." with ❤

00:35:54     Robin McCabe:   Replying to "He's in my head, too..."

Me three.

00:35:59     Mandy & Wayne Hudson: Reacted to "Me three." with ❤

00:36:18     Raquel Cornelsen:   Yeah I'm such in fight mode with my mask these days

00:36:32     Cheryl Mabry:   Reacted to "My upline this week ..." with ❤

00:36:33     Susie Wolford:   Reacted to "Yeah I'm such in fig..." with 🤗

00:36:37     Terri Temple: So glad for this question Dee Dee and were talking about this.

00:36:37     Raquel Cornelsen:   Replying to "He's in my head, too..."

Yuppp 🤙 ditto

00:36:38     Joanne Clement:   It s hard to change after all this years...I m with you DeeDee.

00:37:53     Emily Titov:   OHH nice!!

00:38:05     Alicia Raley:   lol

00:38:05 Mandy & Wayne Hudson: Who's in the hot mess performer/teacher room with me? LOL!!!

00:38:17 Ashley DeLauro: thank you for that DD

00:38:21 Karen Forrister: Is it just a red light story when I am reluctant about reaching back out to past clients because of the "hype around the new year"? Also, I am not the same person as I was when I supported so many of my past clients. I am reaching out very sheepishly .

00:38:22 Raquel Cornelsen: Reacted to "Who's in the hot mes..." with ❤

00:38:27 Stephanie Whittaker: Replying to "Who's in the hot mes..."

Haha me

00:38:28 Ashley DeLauro: i'm a performer too and this was so helpful

00:38:28 Joanne Clement: Reacted to "Who's in the hot mes..." with ❤

00:38:36 Charlene Sandford: Replying to "Who's in the hot mes..."

Me!

00:38:48 Stephanie Whittaker: Reacted to "Who's in the hot mes..." with ❤

00:38:50 Allisen Levin: Reacted to "Who's in the hot mes..." with ❤

00:39:01 Alicia Raley: So good Dee Dee

00:39:06 Ashley DeLauro: this was so helpful because some of my leaders have said this exact thing so helping DD through this was so helpful

00:39:09 Robin McCabe: Thank you Dee Dee!! Truly.

00:39:18 DeeDee Fitch: Reacted to "Thank you Dee Dee!! ..." with ❤

00:39:35 Annette Aguiar: I have a situation and conversation

00:39:57 DeeDee Fitch: Reacted to "So good Dee Dee" with ❤

00:40:16 DeeDee Fitch: Reacted to "thank you for that D..." with ❤

00:40:25 DeeDee Fitch: Reacted to "It's hard to change ..." with ❤

00:48:57 Joanne Clement: She should be a consultant then...ask her

00:50:38 Joanne Clement: Hey 60 is not old Annette lol!!

00:54:17 Marcus Ratcliff: Great Question...

00:55:35 Joanne Clement: The mask always comes back on...what a journey that is..

00:58:10 Ashley DeLauro: this was so helpful!

00:58:16 Cheryl Mabry: Yes, I'm in training

00:58:47 Ashley DeLauro: thank you Bob!!!!!!

00:58:47 Mandy & Wayne Hudson: Looking forward to Feb!!!  
00:58:52 Joanne Clement: Wow. Great call. Thank you all!!  
00:59:36 Ashley DeLauro: i can't wait for this  
00:59:43 Karen Hartlaub: Thank you  
00:59:51 Ashley DeLauro: performer/pusher see you there  
00:59:53 Ashley DeLauro: thanks bob  
00:59:53 Joanne Clement: That will be so amazing....looking forward.